

EIT Innovation Communities are designed as pan-European partnerships that bring together business, research centres and universities with the aim to tackle major societal challenges in areas with high innovation potential. To find out more, please visit www.eit.europa.eu

The European Institute of Innovation and Technology (EIT) recently launched the building of the Innovation Community Manufacturing. EIT Manufacturing's mission is to bring European manufacturing actors together in innovation ecosystems that add unique value to European products, processes, services - and inspire the creation of globally competitive and sustainable manufacturing. www.eitmanufacturing.eu

EIT Manufacturing now invites applications for the position of

Ecosystem Manager - Iberia

Full time position at EIT Manufacturing West in San Sebastian (Spain).

About EIT Manufacturing

EIT Manufacturing is an open innovation community supported by the EIT (European Institute of Innovation and Technology), a body of the European Union. EIT Manufacturing's main goal is to bring European stakeholders focused on manufacturing together in innovation ecosystems that add unique value to European products, processes and services and inspire the creation of globally competitive, resilient, and sustainable manufacturing. EIT Manufacturing brings together more than 200 organisations from business, education and research from 17 countries, working on the industrialisation and commercialisation of technologies that are close to market. EIT Manufacturing strategy is articulated according to three main Pillars, namely: Innovation, Business Creation and Education. EIT Manufacturing has headquarters in Paris and has several regional offices (IC), located in Athens, Darmstadt, Gothenburg, Milan, San Sebastian and Vienna.

About the position

EIT Manufacturing is seeking a dynamic and experienced Ecosystem Manager for Iberia (Spain and Portugal) to play a pivotal role in selling service offerings for EIT Manufacturing members as well as for external customers, thereby contributing to the business growth of the organisation. The successful candidate will be responsible for valorising the existing EIT Manufacturing assets, by identifying growth opportunities, building strong business partnerships and driving revenue generation through innovative service solutions. In addition, the Ecosystem Manager will be responsible of the key account management of existing EIT Manufacturing members as well as the acquisition of new ones and connecting with relevant national and regional stakeholders. The Ecosystem Manager Iberia at EITM West, will collaborate with the local team to actively integrate the business perspective in collaboration with the Innovation, Business Creation, Education and RIS functions, within the local ecosystem and innovation community.

The Ecosystem Manager reports to the EIT Manufacturing West Managing Director.

Missions and key Accountabilities:

- **Key Account Management:** Cultivate and nurture relationships with key accounts, with focus on EIT Manufacturing (Core/Associate) members. Drive KYC (know-your-customer) activities, understanding their needs, pain points, and expectations, and proactively propose tailored solutions that drive mutual growth and success, in order to ensure high levels of partner satisfaction.
- **Membership Expansion:** Actively seek out and recruit new members who align with the EIT Manufacturing mission and vision; evaluate prospective members, curate applications and onboard them into the network.
- **Partnership Building:** Build and maintain strong relationships with existing and potential business partners, stakeholders, and customers. Develop strategic partnerships with key business partners, with a view to deploy and sell services.
- **Services Sales:** Actively promote and sell EIT Manufacturing service offerings. Develop strategies to upsell and cross-sell services, identify new market segments, and explore opportunities for expansion. Collaborate with cross-functional teams to fine tune the value proposition and service offering, including customization for the local market.
- **Market watch:** Conduct and consult market studies to identify emerging trends, competitor activities, and potential market gaps. Leverage insights to refine service offerings and identify new business opportunities.
- **Strategic Planning:** Contribute to the development and execution of EITM West business roadmap. Collaborate with the Managing Director and other relevant functions to align business development strategies with the overall regional office goals, with special focus in Spain and Portugal.

Qualifications:

- Master's degree (or equivalent) or MBA with majors preferably in Business administration/management, Economics, Marketing, Commerce or Engineering
- Proven track record of at least 5 years in business development, key account management, or a related role, preferably in a technology-driven or manufacturing environment.
- Solid understanding of business strategies and business models
- Good command of IT tools (MS Office, CRM, Web collaboration tools)
- Fluent in English and Spanish/Portuguese. Proficiency in additional European languages is a plus.

Experience:

- Established network of relevant stakeholders from business, industry and academia/research in the relevant region
- Demonstrated experience in selling services, identifying and capitalising on business growth opportunities
- Proven success in managing key accounts, fostering long-term relationships, and achieving revenue targets
- Understanding of the market, with the ability to translate insights into actionable strategies
- Knowledge of the Spanish and Portuguese manufacturing sector is considered as a plus

Skills:

- Excellent interpersonal and communication skills, with the ability to engage diverse stakeholders

- Strong business acumen and strategic thinking, coupled with a results-oriented mindset
- Outstanding presentation and negotiation skills, with the ability to articulate the value proposition of EIT Manufacturing service offerings.
- Analytical mindset and proficiency in using data to drive decision-making
- Self-motivated and proactive, with the ability to work independently and as part of a team.

We offer:

- A full-time and permanent position
- A great team with a start-up mindset, straightforward internal communication, flat hierarchies and fast processes, freedom to operate
- Friendly atmosphere within a dynamic, international team at modern office facilities in San Sebastian.
- Our working language is English
- State-of-the-art technical equipment

Location

You will be hired by EIT Manufacturing West S.L. in San Sebastian, Spain, with the option of partially work remotely. Some traveling within Spain and Portugal, and eventually other areas in Europe, will be required.

Equal opportunities

EIT Manufacturing values diversity and applies policies of equal opportunities. We welcome applications without discrimination, on any grounds. Candidates considering their interests having been prejudiced by a decision in a selection process may request a review of, or launch an appeal against, the decision adversely affecting them.

Selection Committee

A Selection Committee will be appointed to carry out the evaluation of applications submitted. Please note that the Selection Committee's internal proceedings are strictly confidential.

Protection of personal data

Candidates' personal data are processed as required by Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons regarding the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation). For more information, please check the privacy statement on recruitment available [Privacy Notice](#).

Application

A complete application should consist of

- (i) a full curriculum vitae,
- (ii) a covering letter describing briefly how you meet the criteria outlined and your vision for the role

Please send your application to hr.west@eitmanufacturing.eu with the subject "Ecosystem Manager Iberia" until August 15th.

The application should be written in **English**.
Only complete applications will be evaluated.

Closing date is **15 August 2024**.

For further information, please contact EIT Manufacturing West

If you have any questions, please contact hr.west@eitmanufacturing.eu

Join us on this exciting journey. Send us your application now!